



17th Public Procurement Forum

“Building Procurement Fitness”

November 13 -17, 2005 ■ The Hotel Roanoke and Conference Center

Hosted by the Department of General Services, Division of Purchases & Supply

**Network with over 450
state and local buyers**

**Discover how to
increase your
business with the
Commonwealth**

**1 1/2 days
Procurement Learning**

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\$249

**Over 90 Suppliers were
on hand at last year's
Expo.**

**Register Today
(540)-231-5182**

**8x10 Booth \$550
8x20 Booth \$1,100**

Featured Events

- **Mimi Donaldson**, co-author of *Negotiating for Dummies*
- **Bill Shobe**, director of business and economic research, Weldon Cooper Center for Public Service, UVA
- **Seth Greenberg**, ACC basketball coach of the year, Virginia Tech
- **Strategies for Success**
- **Over 12 Procurement Workshops**

Procurement Topics

- **Doing Business with Virginia**
- **Marketing Strategies**
- **Successful Negotiations**
- **SWAM**
- **Creating Electronic Catalogs**
- **Finding and Responding to Bid Opportunities**

eVA Topics

- **Commodity Codes**
- **Quick Quote**
- **Reports**
- **Managing Opportunities and Orders**
- **Future Procurements**